GOVERNMENT OF INDIA
COMMERCE AND INDUSTRY
LOK SABHA

UNSTARRED QUESTION NO:4151
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EXPORT ORDERS RECEIVED BY INDUSTRIALISTS DURING TRADE FAIR
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Will the Minister of COMMERCE AND INDUSTRY be pleased to state:

(a) whether large export orders have been procured by the Indian industrialists during India International Trade Fair of Pragati Maidan, New Delhi in November, 2001;

(b) if so, the details thereof;

(c) the value of foreign goods sold by foreign firms during the trade fair and the countries which did brisk business; and

(d) the manner in which performance in trade fair is evaluated in terms of boosting industrial production in the country?

Answer

MINISTER OF STATE IN THE MINISTRY OF COMMERCE AND INDUSTRY (SHRI RAJIV PRATAP RUDY)

(a)&(b) : As per reports received from participants 1,55,031 trade enquiries including export enquiries were received during the Fair. Large number of export enquiries for products including information technology, mining machinery, earth moving machinery, plastic recycling machinery, light engineering products, automotive components, vinyl products, CNG buses, escavengers, transformers, grinding machines, packing machinery, valves, construction material, jewellery making machinery, agricultural implements, pumps, hand tools, builders hardware, machinery for small scale industry, electronic and electrical items, furniture, furnishing, silk, handicrafts and basmati rice. The Fair provided ideal platform for business transactions, sourcing supplies, appointing agents/distributors and also was a launching pad for new products. Many exporters utilised this opportunity for testing the market.

(c) : 151 foreign companies and 21 foreign countries participated in the recently concluded India International Trade Fair 2001. However, none of the foreign participants have reported the volume and the value of goods sold by them during the fair, to ITPO. Out of the 6500 participants in the India International Trade Fair 2001, 650 were participating directly in the fair, while the other companies were participating through various State Governments, Central Ministries and other Apex organizations.Even though efforts were made by ITPO to get the feedback on the business generated by circulating a feedback form among the participants, only a few participants reported the business results. The available information indicates, export enquiries worth Rs. 101.05 crores, counter sales of Rs. 5.9 crores and domestic enquiries and orders totaling to Rs 89.93 crores. It was observed that participants from Pakistan, Bangladesh, Iran, Myanmar, Turkey, Romania, China and Russia conducted brisk business in their pavilions.

(d) India International Trade Fair with its special focus on technology - intensive products and services, have been catalyzing technology absorption by the small scale and medium sectors. The participating entrepreneurs also learnt from one other on the need for improvements in the field of design, packaging, marketing and such other crucial issues.